

Message Text

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ACTION XMB-07

INFO OCT-01 AF-10 ISO-00 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 OPIC-12 SP-03

CIEP-02 LAB-06 SIL-01 OMB-01 DRC-01 /088 W

----- 118906

R 061005Z APR 74

FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 7275

UNCLAS KINSHASA 3043

E.O. 11652: N/A

TAGS: EFIN, CG

SUBJECT: GOZ REQUEST FOR EXIMBANK FINANCING FOR COLLINS
RADIO BID

REF: KINSHASA 2801

1. EMBASSY HAS RECEIVED FOLLOWING LETTER FROM
SAKOMBI (UNOFFICIAL TRANSLATION): IN ORDER ASSURE
MAXIMUM TELEVISION COVERAGE ZAIRE I HAVE ASKED
FRENCH CONSORTIUM STUDY INSTALLATION NATIONAL TELE-
VISION NETWORK TO BE SERVED BY SATELLITE. THIS
STUDY IS FINISHED AND I HAVE HAD COPY SENT TO U.S.
COMPANY COLLINS RADIO SO IT CAN MAKE ME AN OFFER
FOR EXECUTION THIS PROJECT. AS YOU ASKED ME, I
POSTPONED DEADLINE THIS OFFER UNTIL APRIL 30 NEXT
AND HAVE NOTIFIED COLLINS RADIO FRANCE. IN DOING SO,
I POINTED OUT AGAIN THAT FINANCING CONDITIONS OF
PROPOSAL MUST BE MOST FAVORABLE. THEREFORE I SHOULD BE
OBLIGED IF YOU WOULD REQUEST EXIMBANK TO WORK OUT WITH
COLLINS TERMS AND CONDITIONS OF PRIVILEGED FINANCING.
I WOULD POINT OUT TO YOU THAT PRESIDENT OF REPUBLIC
ATTACHES HIGHEST IMPORTANCE TO THIS PROJECT BECAUSE
NATIONAL SATELLITE TELEVISION NETWORK MUST PLAY PRINCIPAL
ROLE BOTH ON POLITICAL LEVEL AND THAT OF MASS EDUCATION,
SINCE EDUCATIONAL TELEVISION CANNOT BE EFFECTIVE IN
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ZAIRE UNTIL NETWORK PERMITS REACHING ALL REGIONS. UNQTE

2. COLLINS HAS INFORMED SAKOMBI'S DEPARTMENT ITS BID WILL BE FORTHCOMING APRIL 15-20. ONLY OTHER BIDDER IS TELSPACE, A SUBSIDIARY OF FRENCH CGE AND CSF, WHICH WILL HAVE FRENCH TREASURY-FINANCING IN PART SIMILAR TO CITE DE LA VOIX DU ZAIRE. ACCORDING TO FRENCH COUNSELOR AT DEPARTMENT, VOIX DU ZAIRE PROJECT RECEIVING TREASURY LOAN FOR 65 MILLION FRANCS FOR 20 YEARS AT 3-1/2 PERCENT. REMAINDER OF 300-MILLION FRANCS TO COME FROM BANK LOANS TO RUN 10 YEARS FROM DATE OF COMPLETION GUARANTEED BY COFACE. CONSTRUCTION TO TAKE THREE YEARS.

3. COMMATT POINTED OUT TO COUNSELOR THAT USG WOULD PROBABLY NOT BE ABLE TO PROVIDE SUCH ADVANTAGEOUS TERMS, BUT EXPLAINED EXIM TERMS IN GENERAL INCLUDING PRELIMINARY-COMMITMENT PROCEDURE. COUNSELOR SAID THAT REQUEST FOR EXIM FINANCING HAD COME FROM COLLINS AND THAT HIS DEPARTMENT INTERESTED IN BEST POSSIBLE TERMS. COST OF PROJECT ESTIMATED AT 15 MILLION ZAIRES. ANDREW

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Message Attributes

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